



## **Westcon Group Helps Partners Make the Grade with Comstor Academy**

*Cisco-Dedicated Business Unit Launches Unified Education Portal  
To Help Customers Cost-Effectively Access Advanced Training and Certification*

**Tarrytown, NY, January 30, 2013** – Westcon Group, a value-added distributor of category-leading unified communications, network infrastructure, data center and security solutions with a global network of specialty resellers, today announced that its Cisco-dedicated business unit has launched an expanded education portal through Comstor Academy.

Partnering with Fast Lane, a leading provider of advanced IT training with a portfolio that includes offerings from Cisco, NetApp, and VMware, Comstor delivers access to introductory as well as certification courses. Comstor Academy brings a comprehensive suite of educational programs -- helping partners and customers save time and money while advancing their technical and sales expertise.

Partners utilizing Comstor Academy have access to Cisco certification and competency programs such as Cisco 101, Step-Up to Cisco Select and Premier, and the new FirstLook Security Program. With a range of opportunities targeting critical markets focusing on healthcare, federal and public sector, Comstor Academy users benefit from individual courses and boot camps up to CCIE training.

“One reason partners achieve such high levels of success working with Comstor is our comprehensive education and training programs. Much more than technology basics, we’re helping solve their most difficult technology challenges,” said Jen McClanahan, Director of Business Operations for Comstor. “Academy takes this capability one step further – extending a broader range of choices for education that best fits a partner’s needs.”

Users can easily retrieve customized training from multiple vendors. Courses are purchased directly via the site, while managers have the ability to view and track each user’s current and historical education in real-time.

For more than 20 years, Comstor has been the market's leading distributor of Cisco technology. Comstor Academy builds on the success of the company's premier Executive Relevance Selling (ERS) and Comstor Mentor Program (CMP). ERS is a proprietary, end-to-end marketing and sales enablement program enabling qualified Cisco proposals at the executive level. CMP is a one-to-one mentoring program aiding resellers in exploring practical, all-around business development plans and sales techniques. Both are designed to help partners advance their business with the power of Cisco technology.

For more information on Comstor Academy – or to register – please visit [www.comstoracademy.com](http://www.comstoracademy.com).

For additional information on Westcon, please “Like” our [Facebook page](#) or track our [LinkedIn page](#).

### **About Westcon Group**

Westcon Group, Inc. is a value added distributor of category-leading unified communications, network infrastructure, data center, and security solutions with a global network of specialty resellers. The company's Comstor business unit is dedicated solely to global distribution of Cisco offerings. Westcon's teams create unique programs and provide exceptional support to accelerate the business of its global partners. Strong relationships at every level of the Westcon Group organization enable partners to receive support tailored to their needs. From global logistics and flexible customized financing solutions to pre-sales, technical and engineering assistance, the company works with partners to respond with agility and speed to changing market conditions so they can achieve the fastest time to revenue. Westcon Group's portfolio of market-leading vendors includes: Cisco, Avaya, Brocade, Polycom, Check Point, and Blue Coat. For more information, please visit [www.comstor.com](http://www.comstor.com), [www.comstor.co.uk](http://www.comstor.co.uk) or [www.westcongroup.com](http://www.westcongroup.com).

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